

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Tanglewood Conservatories

Maryland Technology Extension Service

Material Flow

Client Profile:

Tanglewood Conservatories, established in 1990 in Denton, Maryland, manufactures conservatories, sunroom systems and skylights. They have estimated annual sales of between \$1 million and \$3 million. Tanglewood employs 20 people.

Situation:

Tanglewood recently doubled the size of its manufacturing facility and wanted to insure the space was used efficiently. In particular, the owner wanted to enhance the flow of material through the rough mill and fabrication areas. It was important that the new layout would permit multiple tasks to be performed simultaneously in the rough mill area and accommodate future expansion of the manufacturing space without having to completely revise the layout. The company was also considering locating an insulated glass production area in the facility and wanted this project taken into consideration when developing the new layout. Tanglewood turned to the Maryland Technology Extension Service (MTES), a NIST MEP network affiliate, for help.

Solution:

MTES, with input from owner and employees, developed a layout for the rough mill and fabrication areas which: 1) enhanced the flow of materials through the production processes in order to minimize the distance material required to travel between operations; 2) permitted tasks to be performed simultaneously in the rough mill area; 3) incorporated the location of insulated glass production room; 4) permitted expansion of the manufacturing facility without a major revision of the layout; and 5) enhanced worker safety.

Results:

- * Increased annual sales.
- * Reduced labor costs.
- * Invested in new equipment.
- * Doubled throughput.
- * Created 4 to 5 new jobs.
- * Enhanced employee safety.

Testimonial:

"We were very pleased with the work that MTES did for us. With their help and at minimal cost, we were able to double the through-put of our rough mill area which had been a bottleneck for the whole shop."

Allan Stein, President

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field